- The transfer of Delco Electronics (Delco), the automotive electronics subsidiary of Hughes, from Hughes to GM's Delphi Automotive Systems and a reallocation of the derivative interest in the earnings of Delco currently held by Class H common stockholders to holders of \$1-½ par value common stockand
- The recapitalization of Class H common stock into a tracking stock linked to the telecommunications and space business of Hughes. GM would continue to own 100% of Hughes, which would hold and operate its existing telecommunications and space business.

The distribution of stock in the Hughes defense business to holders of GM Class H and \$1-2/3 par value common stock would be in a ratio that would be determined by GM's Board of Directors to be fair to both classes of stockholders and would reflect: (1) a pro rata spin-off of the Hughes defense business to holders of GM Class H and \$1-3/3 par value Class H common stock; (2) a partial reallocation of the Hughes defense business from holders of GM \$1-2/4 par value common stock to holders of Class H common stock in exchange for the derivative interest in the earnings of Delco currently held by the Class H stockholders; and (3) other effects and factors relating to the planned transactions. Such a distribution ratio will be set by GM's Board of Directors at a time closer to GM's distribution of the solicitation statement/prospectus pursuant to which GM stockholders will be asked to approve the transactions.

The planned transactions are subject to approval by holders of GM \$1-% par value and Class H common stock. In addition, the merger of the Hughes defense business with Raytheon, which is contingent upon the spin-off of the Hughes defense business, is subject to approval by the stockholders of Raytheon. The planned transactions also are subject to a variety of regulatory approvals and actions, including

anti-trust clearance and receipt of rulings by the Internal Revenue Service that the spin-off of the Hughes defense business would be tax-free to GM and its stockholders.

The spin-off is not being proposed in a manner that would result in a recapitalization of Class H common stock into \$1.26 par value common stock at a 120% exchange ratio, as currently provided for under certain circumstances in GM's Restated Certificate of Incorporation, as amended.

No assurances can be given that the above transactions will be completed; however, management of GM and Hughes and GM's Board of Directors expect to solicit stockholder approval during late 1997, after certain conditions are satisfied.

# S UPPLEMENTAL INFORMATION

SELECTED QUARTERLY DATA (UNAUDITED)	(Dollars in Millions Except Per Share Amounts)									
		199	6 Quarters		1995 Quarters					
	1st	2nd	3rd	4th	1st	2nd	3rd	4th		
Revenues	\$3,736 7	\$4,062.5	\$3,822.6	\$4,296.1	\$3,578.8	\$3,723.6	\$3,441.3	\$4,028.1		
Income before income taxes	\$ 472.5	\$ 448.3	\$ 366.2	\$ 347.6	\$ 403.3	\$ 436.3	\$ 310.6	\$ 443.7		
Income taxes	191.4	172.3	144.7	97.3	165.4	178.8	121.6	179.8		
Net income	5 281.1	\$ 276.0	\$ 221.5	\$ 250.3	\$ 237.9	\$ 257.5	\$ 189.0	\$ 263.9		
Earnings used for computation of available separate consolidated net income	\$ 311.7	\$ 306.6	\$ 252.0	\$ 280.9	\$ 268.9	\$ 288.4	\$ 256.1	\$ 294.4		
Average number of shares of General Motors Class H common stock outstanding (in millions)	97.4	98.2	98.8	99.3	94.2	95.4	95.9	96.5		
Class H dividend base (in millions)	399.9	399.9	399.9	399.9	399.9	399.9	399.9	399.9		
Available separate consolidated net income	<b>\$</b> 76.0	\$ 75.2	\$ 62.3	\$ 69.8	\$ 63.3	\$ 68.8	\$ 61.4	\$ 71.1		
Net earnings attributable to General Motors Class H common stock on a per										
share basis	\$0.78	\$0.77	\$0.63	\$0.70	\$0.67	\$0.72	\$0.64	\$0.74		
Stock price range of General Motors Class H common stock										
High	\$63.38	\$68.25	\$61.38	\$59.25	\$41.75	\$41.63	\$42.75	\$50.00		
Low	\$45.00	\$57.50	\$53.13	\$49.50	\$33.25	<b>\$3</b> 7.75	\$39.13	\$39.50		

Selected Financial Data (UNAUDITED)	(Dollars in Millions Except Per Share Amounts)									
	<b>1996</b> \$15,917.9		<b>1995</b> \$14,771.8		<b>1994</b> \$14,099.4		<b>1993</b> \$13,517.5		<b>1992</b> \$12,297.1	
Revenues										
Earnings (Loss) used for computation of available separate consolidated net income (loss)	S	1,151.2	\$	1,107.8	\$	1,049.2	s	921.6	\$	(921 6)
Average number of shares of General Motors Class H common stock outstanding (in millions)		98.4		95.5		92.1		88.6		75.3
Class H dividend base (in millions)		<b>39</b> 9.9		399.9		399.9		399.9		399.9
Available separate consolidated net income (loss)	S	283.3	\$	264.6	\$	241.6	\$	204.5	\$	(142.3)
GM Class H cash dividends	\$	94.4	\$	87.9	\$	73.8	\$	64.1	\$	53.3
Dividend payout ratio (1)		35.7%		36.4%		36.0%		N/A		51.0%
Earnings (Loss) attributable to General Motors Class H common stock on a per share basis before cumulative effect of accounting changes Earnings (Loss) attributable to General Motors Class H common stock on a		\$2.88		\$2.77		\$2.70		\$2.30		\$(O.11)
per share basis after cumulative effect of accounting changes		\$2.88	ď	\$2.77	ıt	\$2.62	Œ	\$2.30 580.0	\$	\$(2.29) 558.5
Capital expenditures (2)	\$	840.2	\$	820.3	\$	746.3	\$	1,008.7	\$	702.7
Cash and cash equivalents		1,161.3		1,139.5		1,501.8				
Working capital	\$ 2,879.4		\$ 2,502.0		\$ 2,695.5		\$ 2,165.2		\$ 1,692.4 \$14,209.2	
Total assets		6,480.1		5,974.4		14,850.5		14,117.1		
Long-term debt and capitalized leases	\$	34.5	\$	258.8	\$	353.5	\$	416.8	\$	711.0
Return on equity* (3)		11.6%		11.5%		12.1%		11.3%		(13.9%)
Income (Loss) before interest and taxes as a percent of capitalization <sup>(4)</sup>		18.3%		18.7%		19.0%		18.0%		(2.3%)
Pre-tax return on total assets (5)		10.1%		10.3%		10.6%		9.7%		(1.8%)

<sup>•</sup> Includes unfavorable cumulative effect of accounting changes of \$30.4 million in 1994 and \$872.1 million in 1992.

<sup>(1)</sup> GM Class H cash dividends divided by available separate consolidated net income for the prior year

<sup>(2)</sup> Includes expenditures related to telecommunications and other equipment amounting to \$187.9 million, \$274.6 million, \$255.8 million, \$131.1 million, and \$101.6 million in 1996, 1995, 1994, 1993, and 1992, respectively

<sup>(3)</sup> Net Income (Loss) divided by average stockholder's equity (General Motors' equity in its wholly-owned subsidiary, Hughes). Holders of GM Class H common stock have no direct rights in the equity or assets of Hughes, but rather have rights in the equity and assets of GM (which includes 100% of the stock of Hughes)

<sup>(4)</sup> Income (Loss) before interest and taxes divided by average stockholder's equity plus average debt

<sup>(5)</sup> Income (Loss) before Income Taxes divided by average total assets.

#### GM Has Two Classes of Common Stock

This annual report is prepared for the benefit of holders of General Motors Corporation ("GM") Class H common stock. GM has two classes of common stock, Class H (ticker symbol GMH) and \$1-2/3 par value (ticker symbol GM). Holders of Class H common stock have no direct rights in the equity or assets of Hughes Electronics Corporation (Hughes), but rather have rights in the equity and assets of GM, which includes 100 percent of the stock of Hughes. For purposes of determining the approximate earnings per share attributable to Class H common stock for financial reporting purposes, an investor may divide the quarterly Hughes earnings allocated to Class H common stock (the Available Separate Consolidated Net Income of Hughes) by the weighted-average number of shares of Class H common stock outstanding during such quarter. Earnings per share of GM \$1-2/3 par value common stock are calculated on the consolidated earnings of GM excluding the aggregate earnings attributed to the outstanding shares of Class H common stock.

## Class H is a GM Stock with Dividend Payments Linked to the Performance of Hughes

Class H common stock, which is issued by GM, is designed to provide holders with financial returns based on the performance of Hughes and not the performance of any other GM subsidiaries, divisions, or operations. The current dividend policy of the GM Board of Directors is to pay quarterly dividends on Class H common stock at an annual rate equal to approximately 35 percent of the Available Separate Consolidated Net Income of Hughes for the prior year as described herein. The Board may change dividend practices and policies with respect to Class H common stock, or any other class of GM common stock, at any time.

# Earnings Attributable to Class H Stock are Not Affected by Hughes Aircraft Company **Acquisition Intangibles**

The Hughes Consolidated Statement of Income reflects amortization and adjustment of purchase accounting adjustments arising from GM's acquisition of Hughes Aircraft Company in 1985 of \$122.3 million in 1996, \$159.5 million in 1995 and \$123.8 million in 1994. Also, \$2.7 billion and \$2.8 billion, respectively, of related unamortized intangible assets are included in the December 31, 1996 and 1995 Consolidated Balance Sheet. GM's Certificate of Incorporation provides that, in calculating the amount available for payment of dividends on Class H stock (which amount is also used to calculate the earnings attributable to Class H stock on a per share basis), amortization and adjustment of the excess purchase price for the acquisition of Hughes Aircraft Company will not be charged against the earnings of Hughes. For purposes of calculating the amounts available for payment of dividends on Class H stock and on the \$1-2/3 par value stock, amortization and adjustment of such purchase accounting adjustments is charged against the amounts available for the payment of dividends on GM's \$1-2/3 par value stock, not the Class H stock. This annual report also provides supplemental data that enables readers to review the financial performance of Hughes, excluding amortization and adjustment of GM purchase accounting adjustments related to Hughes Aircraft Company.

\*\*Not a part of the Notes to Consolidated Financial Statements

#### BOARD OF DIRECTORS

C. Michael Armstrong Chairman of the Board and Chief Executive Officer Hughes Electronics Corporation

Charles T. Fisher, III
Retired Chairman and President
NBD Bancorp Inc.
AUDIT COMMITTEE
EXECUTIVE COMPENSATION COMMITTEE

J. Michael Losh Executive Vice President and Chief Financial Officer General Motors Corporation AUDIT COMMITTEE Charles H. Noski Vice Chairman and Chief Financial Officer Hughes Electronics Corporation

Harry J. Pearce Vice Chairman General Motors Corporation

Edmund T. Pratt, Jr. Chairman Emeritus Pfizer Inc. CHAIRMAN, EXECUTIVE COMPE

CHAIRMAN, EXECUTIVE COMPENSATION

John F. Smith, Jr. Chairman of the Board. Chief Executive Officer and President General Motors Corporation

Michael T. Smith Vice Chairman Hughes Electronics Corporation

Thomas H. Wyman
Senior Advisor SBC Warburg Inc
Former Chairman
of the Board, CBS Inc.
CHAIRMAN, AUDIT COMMITTEE
EXECUTIVE COMPENSATION COMMITTEE

#### **HUGHES OFFICERS**

C. Michael Armstrong
Chairman of the Board
and Chief Executive Officer

Charles H. Noski Vice Chairman and Chief Financial Officer

Michael T. Smith Vice Chairman

Steven D. Dorfman Executive Vice President

John C. Weaver Executive Vice President Roxanne S. Austin Senior Vice President, Treasurer and Controller

Gareth C.C. Chang Senior Vice President

John J. Higgins Senior Vice President and General Counsel

Jack A. Shaw Senior Vice President

Ted G. Westerman Senior Vice President David R. Barclay Vice President

Kenneth N. Heintz Vice President

Calvin J. Kirby Vice President

William D. Merritt Vice President

Wanda K. Denson-Low Secretary

GM CLASS H COMMON
STOCKHOLDER INFORMATION
Market prices of General Motors Class H common stock ranged from \$45.00 to \$68.25 during calendar year 1996.
The number of holders of record of GM Class H common stock as of December 31, 1996, was 247,782.

TRANSFER AGENT AND GM
CLASS H STOCK REGISTRAR
Bank of Boston
c/o Boston Equiserve, L.P.
General Motors
Shareholder Services
P.O. Box 9254
Boston, Massachusetts
02205-9254
(800) 331-9922
http://www.equiserve.com

INDEPENDENT AUDITORS
Deloitte & Touche LLP
1000 Wilshire Boulevard
Los Angeles, California
90017-2472

Investor Relations
GM Class H Stock
c/o Hughes Electronics Corporation
P.O. Box 80028
7200 Hughes Terrace
Los Angeles, California
90080-0028
(310) 568-7868

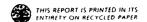
MEDIA RELATIONS DEPARTMENT Hughes Electronics Corporation P.O. Box 80028 7200 Hughes Terrace Los Angeles, California 90080-0028 (310) 568-6324

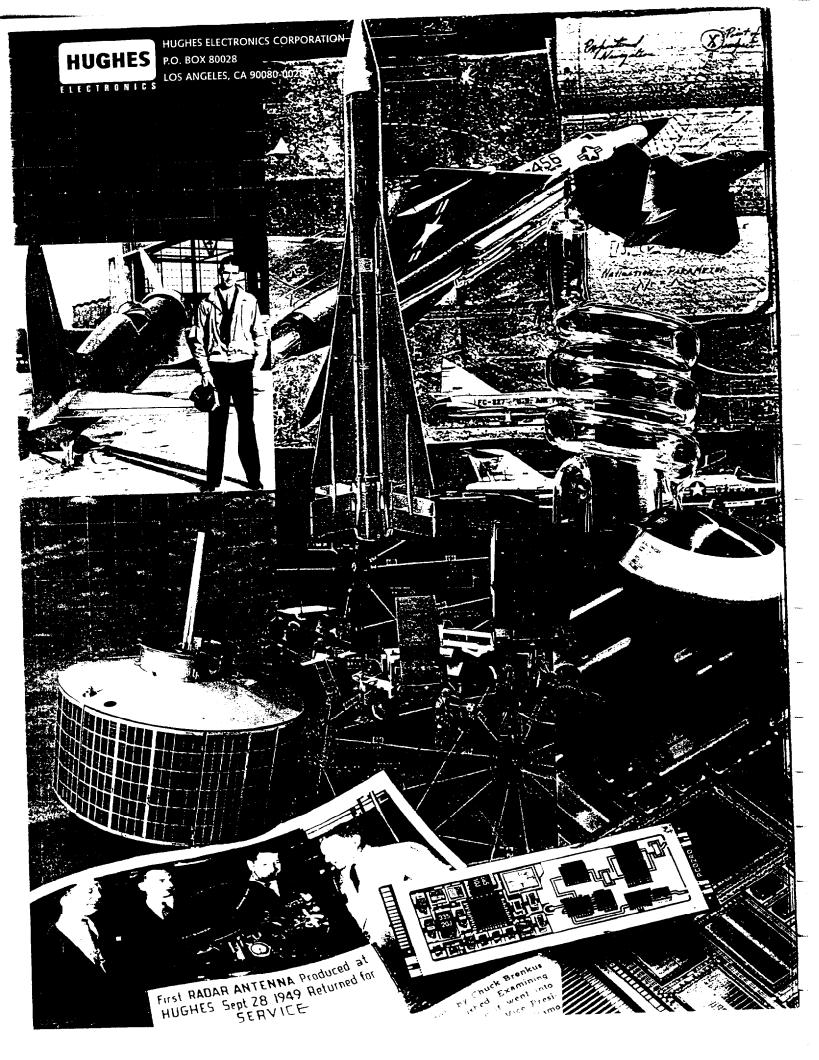
#### STOCK DATA

Ticker Symbol: GMH
Listed on the New York Stock Exchange.

#### INTERNET

View this Annual Report and other Hughes Electronics information on our World Wide Web site at http://www.hughes.com





### DECLARATION OF SCOTT B. TOLLEFSEN

I, Scott B. Tollefsen, hereby declare under penalty of perjury that:

- 1. I am a Vice President of Hughes Communications, Inc.
- 2. The foregoing is a true and correct copy of the consolidated financial statement of Hughes Electronics Corporation (a parent company of Hughes Communications, Inc.) for the year ended December 31, 1996, including the report of Deloitte & Touche LLP, the company's independent certified public accountants, as published in the 1996 annual report of Hughes Electronics Corporation.

Scott B. Tollefsen

Dated: September 25 , 1997